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Message Text

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PAGE 01 BONN 04866 170937Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
----------022387 172204Z /64
R 170926Z MAR 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 6840
USMISSION USBERLIN
AMCONSUL FRANKFURT
AMCONSUL HAMBURG

UNCLAS BONN 04866

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - FIBEMATICS, INCORPORATED
PHILADELPHIA, PA

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

EGON LAUER
LINDAUER STR. 6
D-1000 BERLIN 30
CONTACT: EGON LAUER
PHONE: 030 - 24 26 11

WARICO IMPORTABWICKLUNG VON PAPIER UND KARTON GMBH
ESPLANADE 41
2000 HAMBURG 36
CONTACT: MR. KRUEGER
PHONE: 040 - 34 17 66

HAEDE U. DISCHINGER VERTRIEBS K.G.
KLAGENFURTER STRASSE 6
D-8000 MUENCHEN 80
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CONTACT: E.H. HAEDE
PHONE: 089-684573
COMMENT: HERR HAEDE IS TENTATIVELY INTERESTED IN
SUBJECT OFFER AND WOULD LIKE TO KNOW WHETHER THE
WIPERS AND TOWELS IN QUESTION ARE ALSO AVAILABLE IN
THE SIZES 10 X 14 INCHES (25X35 CM) AND 10 X 20 INCHES
(25X50 CM) AND WHETHER DISPENSERS COULD ALSO BE

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DELIVERED. HE ASKED THAT THE AMERICAN FIRM WRITE TO HIM DIRECTLY. COMPANY IS A DISTRIBUTOR AND WHOLESALER OF ALL TYPES OF PAPER PRODUCTS. FIRM EMPLOYS 5 AND HAS SATISFACTORY SALES. SUFFICIENT OPERATING FUNDS ARE AVAILABLE. FIRM WAS FOUNDED IN 1972.

AMCONSUL FRANKFURT REPORTS: ACCORDING TO RELIABLE TRADE AND INDUSTRY SOURCES THE MARKET IN WEST GERMANY FOR ABSORBENT PAPER PRODUCTS OF ALL TYPES, INCLUDING THOSE OFFERED BY THE U.S. COMPANY, IS CHARACTERIZED BY OVERSATURATION AND FIERCE PRICE COMPETITION AMONG LOCAL MANUFACTURERS AND FOREIGN MANUFACTURING SUBSIDIARIES, INCLUDING THOSE FROM THE U.S. THE EFFICIENT DISTRIBUTION SYSTEMS BUILT UP BY DOMESTIC PRODUCERS FOR THEIR OWN PRODUCTS LEAVE LITTLE, IF NO ROOM, FOR LATERAL ENTRY OF PRODUCTS FROM COMPETITORS FROM EUROPE OR OVERSEAS. MARKET ANALYSTS PERCEIVE OPPORTUNITIES FOR PRODUCT PROMOTION BY OUTSIDE MANUFACTURERS PRIMARILY IN THE FORM OF TECHNICAL COOPERATION. AND ACCORDING TO RELIABLE INDUSTRY SOURCES, THE VEREINIGTE PAPIERWERKE SC/HICKEDANZ UND CO., POSFACH, SCHOPPERSHOFSTRASSE 80, D-8500 NUERNBERG, IS REGARDED AS ONE OF THE REMAINING LARGER WEST GERMAN MANUFACTURERS OF THIS TYPE WHICH HAVE NOT YET ESTABLISHED PERTINENT COOPERATIVE AGREEMENTS WITH FOREIGN PAPER PRODUCERS. ALSO, THIS SAME RELIABLE INDUSTRY SOURCE CLAIMED WITH SOME AUTHORITY
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THAT VPW SCHICKEDANZ WOULD BE INTERESTED IN SUCH AN ARRANGEMENT IF IT WERE ATTRACTIVE ENOUGH AND TO MUTUAL ADVANTAGE.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR MEEHAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 17 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BONN04866
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780120-0003
Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780357/aaaabvnq.tel
Line Count: 100
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3296728
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - FIBEMATICS, INCORPORATED PHILADELPHIA, PA THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY
TAGS: BEXP, GE
To: COM
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/7fa117c5-c288-dd11-92da-001cc4696bcc
Review Markings:
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